

Statement of Standalone Financial Results for the Quarter / Year Ended March 31, 2018

₹. In Crores

Particulars	Standalone				
	Quarter Ended			Year Ended	
	March 31, 2018 (Audited) (Refer note 2(d))	December 31, 2017 (Unaudited)	March 31, 2017 (Audited) (Refer note 2(d))	March 31, 2018 (Audited)	March 31, 2017 (Audited)
Revenue from operations	3,847.41	4,012.81	4,041.27	15,262.58	15,758.83
Other income (net)	5.46	7.40	13.08	45.53	46.06
<b>Total Income</b>	<b>3,852.87</b>	<b>4,020.21</b>	<b>4,054.35</b>	<b>15,308.11</b>	<b>15,804.89</b>
<b>Expenses</b>					
Purchases of Traded goods	3,342.90	4,036.85	3,733.68	14,004.50	14,948.67
Changes in Inventories of Traded goods	315.98	(222.24)	83.21	476.44	3.65
Employee Benefits Expense	33.83	34.28	32.40	131.95	117.67
Finance Costs	26.54	23.77	20.28	98.86	80.91
Depreciation & Amortisation Expense	3.20	3.54	3.21	13.53	11.52
Other Expenses	80.17	73.91	101.61	311.50	329.38
<b>Total Expenses</b>	<b>3,802.62</b>	<b>3,950.11</b>	<b>3,974.39</b>	<b>15,036.78</b>	<b>15,491.80</b>
<b>Profit before tax</b>	<b>50.25</b>	<b>70.10</b>	<b>79.96</b>	<b>271.33</b>	<b>313.09</b>
<b>Tax expense:</b>					
Current tax	20.13	25.09	22.71	91.62	100.94
Deferred tax	(2.75)	(0.68)	6.31	(4.21)	3.80
<b>Profit for the Quarter /Year (A)</b>	<b>32.87</b>	<b>45.69</b>	<b>50.94</b>	<b>183.92</b>	<b>208.35</b>
<b>Other Comprehensive Income</b>					
<b>Items that will not be reclassified to Profit and loss</b>					
Remeasurement of Defined benefit plan	(7.15)	1.60	(0.63)	(8.14)	(1.14)
Income tax relating to item above	2.53	(0.47)	0.21	2.84	0.39
<b>Net Other Comprehensive Income that will not be reclassified to profit or loss</b>	<b>(4.62)</b>	<b>1.13</b>	<b>(0.42)</b>	<b>(5.30)</b>	<b>(0.75)</b>
<b>Items that may be reclassified to Profit and loss</b>					
Foreign exchange differences in translating the financial statements of foreign operations	(0.01)	0.02	(0.30)	0.07	(0.19)
Income tax relating to item above	-	-	-	-	-
<b>Net Other Comprehensive Income that may be reclassified to profit or loss</b>	<b>(0.01)</b>	<b>0.02</b>	<b>(0.30)</b>	<b>0.07</b>	<b>(0.19)</b>
<b>Total Other Comprehensive Income (B)</b>	<b>(4.63)</b>	<b>1.15</b>	<b>(0.72)</b>	<b>(5.23)</b>	<b>(0.94)</b>
<b>Total Comprehensive Income (A+B)</b>	<b>28.24</b>	<b>46.84</b>	<b>50.22</b>	<b>178.69</b>	<b>207.41</b>
<b>Profit for the Quarter / Year attributable to the :-</b>					
Shareholders of the Company	32.87	45.69	50.94	183.92	208.35
Non-Controlling Interests	-	-	-	-	-
<b>Total Comprehensive Income for the Quarter / Year attributable to the :-</b>					
Shareholders of the Company	28.24	46.84	50.22	178.69	207.41
Non-Controlling Interests	-	-	-	-	-
Paid-up equity share capital (Face Value - ₹ 2/- per share)	80.03	80.03	79.97	80.03	79.97
Other Equity as per balance sheet	1,609.43	-	1,529.73	1,609.43	1,529.73
<b>Earnings per Equity Share: (Face Value - ₹ 2/- per share) (not annualized for Quarters)</b>					
Basic (in ₹)	<b>0.82</b>	<b>1.14</b>	<b>1.27</b>	<b>4.60</b>	<b>5.21</b>
Diluted (in ₹)	<b>0.82</b>	<b>1.14</b>	<b>1.27</b>	<b>4.60</b>	<b>5.21</b>

Statement of Consolidated Financial Results for the Quarter / Year Ended March 31, 2018

₹. In Crores

Particulars	Consolidated				
	Quarter Ended			Year Ended	
	March 31, 2018 (Audited) (Refer note 2(d))	December 31, 2017 (Unaudited)	March 31, 2017 (Audited) (Refer note 2(d))	March 31, 2018 (Audited)	March 31, 2017 (Audited)
Revenue from operations	11,314.04	11,728.40	10,794.98	43,459.41	41,114.65
Other income (net)	13.68	9.79	18.16	39.09	41.39
<b>Total Income</b>	<b>11,327.72</b>	<b>11,738.19</b>	<b>10,813.14</b>	<b>43,498.50</b>	<b>41,156.04</b>
<b>Expenses</b>					
Purchases of Traded goods	10,478.97	11,599.95	9,907.47	40,754.92	38,437.43
Changes in Inventories of Traded goods	185.91	(467.55)	236.83	301.71	360.54
Employee Benefits Expense	176.19	158.79	165.55	652.95	627.25
Finance Costs	48.49	38.81	37.83	168.03	157.03
Depreciation & Amortisation Expense	14.03	14.85	13.78	56.94	54.68
Other Expenses	240.91	227.28	251.15	933.38	864.60
<b>Total Expenses</b>	<b>11,144.50</b>	<b>11,572.13</b>	<b>10,612.61</b>	<b>42,867.93</b>	<b>40,501.53</b>
<b>Profit before tax</b>	<b>183.22</b>	<b>166.06</b>	<b>200.53</b>	<b>630.57</b>	<b>654.51</b>
<b>Tax expense:</b>					
Current tax	41.73	40.97	45.80	150.26	171.34
Deferred tax	(2.04)	(0.98)	1.41	(4.11)	6.43
<b>Profit for the Quarter /Year (A)</b>	<b>143.53</b>	<b>126.07</b>	<b>153.32</b>	<b>484.42</b>	<b>476.74</b>
<b>Other Comprehensive Income</b>					
<b>Items that will not be reclassified to Profit and loss</b>					
Remeasurement of Defined benefit plan	(7.38)	1.89	(0.34)	(9.12)	(1.59)
Income tax relating to item above	2.59	(0.56)	0.19	3.18	0.55
<b>Net Other Comprehensive Income that will not be reclassified to profit or loss</b>	<b>(4.79)</b>	<b>1.33</b>	<b>(0.15)</b>	<b>(5.94)</b>	<b>(1.04)</b>
<b>Items that may be reclassified to Profit and loss</b>					
Foreign exchange differences in translating the financial statements of foreign operations	45.24	(51.78)	(106.36)	9.13	(68.48)
Income tax relating to item above	-	-	-	-	-
<b>Net Other Comprehensive Income that may be reclassified to profit or loss</b>	<b>45.24</b>	<b>(51.78)</b>	<b>(106.36)</b>	<b>9.13</b>	<b>(68.48)</b>
<b>Total Other Comprehensive Income (B)</b>	<b>40.45</b>	<b>(50.45)</b>	<b>(106.51)</b>	<b>3.19</b>	<b>(69.52)</b>
<b>Total Comprehensive Income (A+B)</b>	<b>183.98</b>	<b>75.62</b>	<b>46.81</b>	<b>487.61</b>	<b>407.22</b>
<b>Profit for the Quarter / Year attributable to the :-</b>					
Shareholders of the Company	143.28	127.39	152.70	481.64	464.22
Non-Controlling Interests	0.25	(1.32)	0.62	2.78	12.52
<b>Total Comprehensive Income for the Quarter / Year attributable to the :-</b>					
Shareholders of the Company	183.73	76.94	46.19	484.83	394.70
Non-Controlling Interests	0.25	(1.32)	0.62	2.78	12.52
Paid-up equity share capital (Face Value - ₹ 2/- per share)	80.03	80.03	79.97	80.03	79.97
Other Equity as per balance sheet	3,450.53	-	3,067.94	3,450.53	3,067.94
<b>Earnings per Equity Share: (Face Value - ₹ 2/- per share) (not annualized for Quarters)</b>					
Basic (in ₹)	<b>3.58</b>	<b>3.18</b>	<b>3.82</b>	<b>12.04</b>	<b>11.61</b>
Diluted (in ₹)	<b>3.58</b>	<b>3.18</b>	<b>3.82</b>	<b>12.04</b>	<b>11.61</b>

## Consolidated Segment wise Revenue, Results, Assets and Liabilities for the Quarter / Year Ended March 31, 2018

₹. In Crores

Particulars	Quarter Ended			Year Ended	
	March 31, 2018 (Audited) (Refer note 2(d))	December 31, 2017 (Unaudited)	March 31, 2017 (Audited) (Refer note 2(d))	March 31, 2018 (Audited)	March 31, 2017 (Audited)
<b>Segment Revenue (Net sales / income)</b>					
India	3,892.79	4,070.93	4,050.90	15,443.93	15,779.88
Overseas	7,421.45	7,657.97	6,759.45	28,027.95	25,385.51
<b>Total</b>	<b>11,314.24</b>	<b>11,728.90</b>	<b>10,810.35</b>	<b>43,471.88</b>	<b>41,165.39</b>
Less: Inter Segment Revenue	0.20	0.50	15.37	12.47	50.74
<b>Revenue from operations</b>	<b>11,314.04</b>	<b>11,728.40</b>	<b>10,794.98</b>	<b>43,459.41</b>	<b>41,114.65</b>
<b>Segment Results (Profit before Finance costs and tax)</b>					
India	92.71	108.07	112.00	399.20	414.41
Overseas	139.00	96.80	126.36	399.40	397.13
<b>Total profit before Finance costs and Tax</b>	<b>231.71</b>	<b>204.87</b>	<b>238.36</b>	<b>798.60</b>	<b>811.54</b>
<b>Less: Finance costs</b>					
India	27.70	24.40	20.75	101.08	81.70
Overseas	20.79	14.41	17.08	66.95	75.33
<b>Total Finance costs</b>	<b>48.49</b>	<b>38.81</b>	<b>37.83</b>	<b>168.03</b>	<b>157.03</b>
<b>Profit before Tax</b>					
India	65.01	83.67	91.25	298.12	332.71
Overseas	118.21	82.39	109.28	332.45	321.80
<b>Total Profit before tax</b>	<b>183.22</b>	<b>166.06</b>	<b>200.53</b>	<b>630.57</b>	<b>654.51</b>
	<b>As at</b>				
	<b>March 31, 2018 (Audited)</b>	<b>December 31, 2017 (Unaudited)</b>	<b>March 31, 2017 (Audited)</b>	<b>March 31, 2018 (Audited)</b>	<b>March 31, 2017 (Audited)</b>
<b>Segment assets</b>					
India	3,890.22	4,447.91	3,910.06	3,890.22	3,910.06
Overseas	6,891.95	6,767.71	6,168.17	6,891.95	6,168.17
Unallocated	82.62	59.90	71.96	82.62	71.96
<b>Total</b>	<b>10,864.79</b>	<b>11,275.52</b>	<b>10,150.19</b>	<b>10,864.79</b>	<b>10,150.19</b>
<b>Segment Liabilities</b>					
India	2,824.28	3,358.27	2,913.19	2,824.28	2,913.19
Overseas	4,149.63	4,219.79	3,727.59	4,149.63	3,727.59
Unallocated	1.49	1.02	-	1.49	-
<b>Total</b>	<b>6,975.40</b>	<b>7,579.08</b>	<b>6,640.78</b>	<b>6,975.40</b>	<b>6,640.78</b>